A4575-14 7/87

Credit Union Report

Credit Unions Grew to Meet Member Needs in '86

Almost two and a half million more Americans became credit union members in 1986, bringing total membership to 54.1 million.

1986 was also another very strong year for growth in credit union assets, which stood at $166.1 billion at year-end, a 21.1% increase over 1985. Savings grew 21.7%, to $152.7 billion, and loans grew 13.3%, to $96.4 billion.

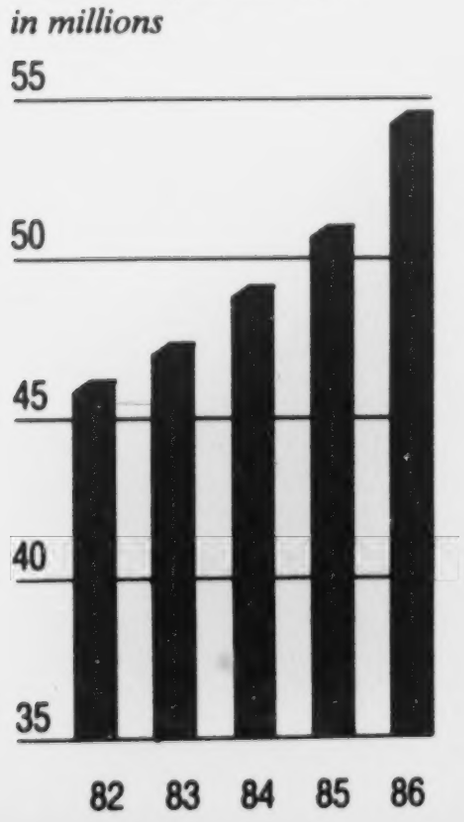
This rapid growth has been due to credit unions' success in increasing their share of total consumer savings. This share has now reached 6.1%, compared to 5.5% a year ago and 4.9% the year before that. Although the number of credit unions fell by 671 during 1986 to 16,910, this was mainly a result of mergers between credit unions. By pooling their resources, these credit unions were able to offer their members access to a wider range of services.

In fact, credit unions as a whole markedly raised their level of services to the member during 1986. Most strikingly, the proportion of credit unions offering credit cards jumped from 10.2% to 15.5%; those credit unions now offering credit cards represent over half of all credit union members. ATM access is also higher. Financial planning and investment services are now provided by 16.2% of credit unions, up from 7.2% a year ago, and remedial financial planning is offered by 26.9%, up from 16.3%. The proportion of credit unions offering service packages for retirees is now 10.7%, up from 7.0%.

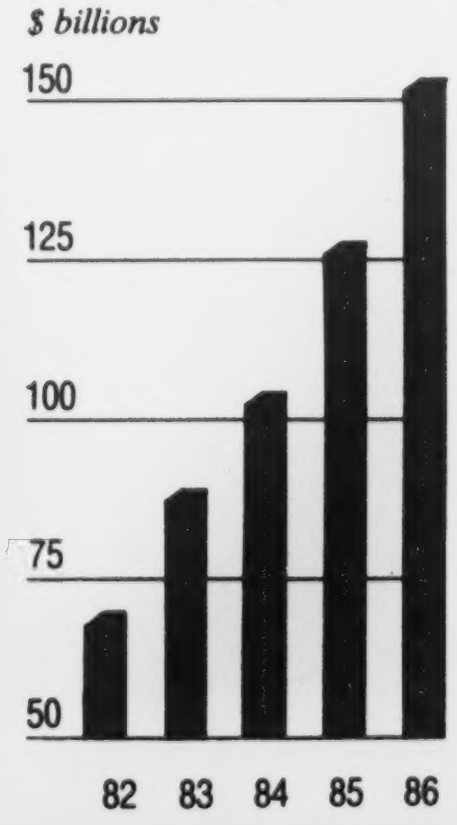
Mortgage financing and home equity loans are also being offered by more and more credit unions. 17.7% now offer home equity loans, compared to only 11% two years ago. The proportion offering first and second mortgages has also increased substantially. In dollar terms, first mortgages at credit unions have grown by 150% in just the last two years.

In all, credit unions are meeting members' needs better than ever before. By continuing to put their members first, credit unions are in a strong position to build further on the gains made in 1986.

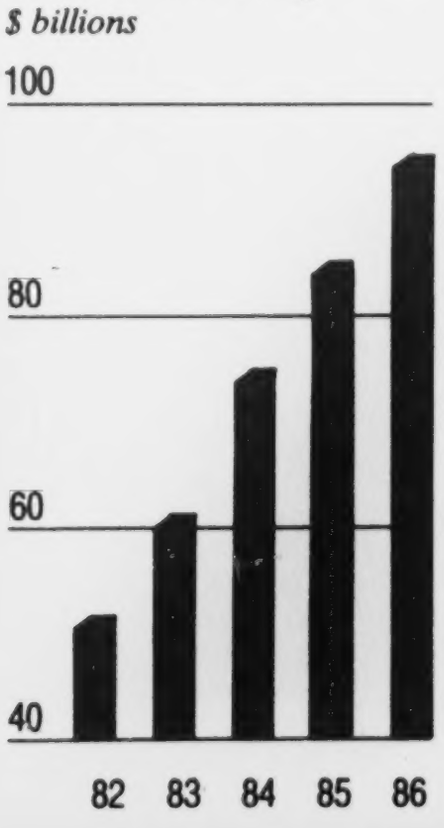
Number of Members
in millions



Savings (Shares and Deposits)
$ billions



Loans Outstanding
$ billions



U.S. Credit Union Totals

$ millions

	# of Credit Unions	# of Members	Savings (Shares & Deposits)	Loans Outstanding	Reserves	Assets
1986p	16,910	54,086,729	$152,683	$96,397	$6,816	$166,063
1985	17,581	51,721,708	125,512	85,139	5,330	137,168
1984	18,375	49,288,223	102,568	75,442	4,646	112,960
1983	19,065	47,507,019	88,693	60,517	3,951	98,327
1982	19,897	46,693,623	74,847	51,488	3,560	82,680
1981	20,786	45,313,237	64,649	50,371	3,339	72,295
1980	21,467	44,047,759	61,748	48,707	3,118	68,996
1979	21,983	41,355,370	55,878	51,230	2,943	64,193
1978	22,204	40,813,117	52,728	49,436	2,751	61,022
1977	22,383	36,851,813	45,997	41,214	2,544	53,043
1976	22,582	33,700,390	38,565	33,926	2,267	44,303
1975	22,878	31,321,234	32,800	28,105	2,015	37,554
1970	23,688	22,776,676	15,484	14,100	1,125	17,951
1965	22,219	16,753,106	9,249	8,095	669	10,552
1960	20,456	12,037,533	4,975	4,377	272	5,653
1955	16,201	8,153,641	2,447	1,934	110	2,743
1950	10,591	4,610,278	850	680	52	1,005
1945	8,683	2,842,989	369	127	24	435
1940	9,023	2,826,612	222	190	NA	253
1935	3,372	641,797	38	36	NA	50
% change 1985-1986	-3.8%	4.5	19.4	11.0	27.9	21.1
% change 1976-1986	-25.1	60.4	288.5	178.6	200.7	274.8

p-preliminary

Percent of Credit Unions Offering Selected Services by Asset Size

$ millions

	$0-$2	$2-$5	$5-$1	$1-$2	$2-$5	$5-10	$10-20	$20-50	$50-100	$100+	Total CUs
Once a member, always a member	76.9%	84.7%	88.5%	92.8%	94.1%	95.6%	95.1%	95.4%	95.2%	93.2%	90.2%
Common bond includes family members	85.2	93.3	94.4	96.1	96.7	97.3	98.3	97.2	98.3	98.0	94.8
Service package for retirees	2.3	3.9	4.7	6.1	9.9	14.3	21.2	29.9	38.6	43.7	10.7
Special program for youths	3.3	3.4	3.3	2.9	5.5	7.6	10.0	16.5	22.5	12.4	6.0
Discount brokerage	0.7	0.7	1.6	1.3	4.8	9.6	14.8	19.7	24.0	25.1	5.8
Auto leasing	0.2	0.4	0.3	0.7	0.9	1.8	2.6	4.6	6.4	8.5	1.3
Pre-authorized payments	3.6	4.7	7.7	12.4	23.8	38.9	46.5	57.4	62.3	69.1	22.0
Direct Deposit (ACH):											
Federal recurring payments	5.5	10.4	18.7	30.9	54.6	75.2	85.5	93.2	97.0	96.8	43.1
Corporate payroll	17.6	24.5	31.4	36.6	46.8	58.7	65.5	71.6	76.0	79.8	42.2
Money order	2.6	7.2	11.1	19.1	32.6	49.8	61.8	70.4	76.8	76.3	28.9
Safe deposit box	0.9	0.5	0.4	0.9	0.9	3.7	11.8	26.8	40.2	43.8	5.1
Remedial financial counseling	7.9	11.4	15.0	21.0	30.7	42.0	48.1	55.8	49.4	61.4	26.9
Financial planning	8.1	10.3	12.3	13.9	18.8	22.5	24.2	25.9	23.3	21.1	16.2
Telephone bill paying	0.6	0.8	1.6	1.5	2.2	3.1	3.3	6.4	8.6	10.5	2.4
Home banking	1.5	1.0	1.4	1.8	1.4	3.3	3.3	6.8	13.8	22.4	2.7
CU owned ATM	0.3	0.1	0.3	0.4	0.8	2.1	8.5	27.1	53.6	73.1	5.3
ATM access	0.4	0.3	0.7	1.6	5.5	18.1	35.0	58.3	78.6	87.0	12.9
Debit cards	0.3	0.3	0.2	0.9	1.5	5.5	10.5	17.4	23.0	30.4	4.0
Credit cards	0.5	0.6	1.1	2.4	9.1	26.2	46.9	63.0	74.5	71.3	15.5
Share drafts	2.3	2.8	6.5	16.7	42.1	68.6	81.5	88.1	94.8	94.1	34.3
IRAs	1.8	8.4	21.1	40.3	61.4	82.4	88.8	94.1	97.0	98.0	48.4
Travelers checks	1.4	5.9	13.1	24.1	44.0	65.9	78.9	87.0	92.9	93.7	36.3
Money market accounts	2.0	2.8	6.7	11.4	20.8	40.2	51.0	59.9	72.9	71.1	21.7
Christmas clubs	24.3	35.8	46.4	53.6	63.3	70.6	73.3	73.5	73.8	64.8	58.7
Vacation clubs	9.8	15.4	23.4	27.2	36.4	41.8	44.7	44.5	46.6	43.8	29.4
Home equity loans (open end)	1.8	2.8	4.6	7.7	17.2	28.7	40.0	53.8	67.6	76.5	17.7
First mortgage loans	6.1	8.7	13.5	18.0	27.8	40.3	56.4	65.8	74.7	81.7	27.1
Member business loans	3.9	5.0	6.6	7.9	10.9	14.3	18.0	19.6	27.2	23.5	10.3

State by State—1986

	# CUs	# State Charter	# Federal Charter	# Over $50,000,000 Assets	Members	Membership/ Population	Savings ($000)	Loans Outstanding ($000)	Reserves ($000)	Assets ($000)	First Mortgage Loans ($000)	Certificates ($000)	Share Drafts ($000)	IRAs ($000)
Alabama	246	98	148	11	910,861	22.5%	$ 2,495,916	$ 1,601,046	117,079	2,712,259	218,247	612,837	232,488	270,401
Alaska	19	2	17	4	358,213	67.3	1,119,847	702,657	52,345	1,182,132	65,138	99,497	188,389	141,377
Arizona	92	41	51	14	765,696	23.1	1,953,238	1,370,335	89,603	2,126,998	45,562	288,579	264,976	303,517
Arkansas	126	35	91	1	166,118	7.0	343,907	226,464	23,308	383,810	27,595	43,267	14,585	35,702
California	1,111	345	766	107	6,634,633	24.6	21,105,410	14,174,294	911,459	22,910,416	1,576,585	2,445,007	2,003,223	2,986,205
Colorado	249	108	141	17	985,449	30.2	2,818,902	1,679,244	117,174	3,066,017	194,933	509,432	264,302	394,103
Connecticut	354	116	238	10	869,859	27.3	2,364,435	1,518,010	92,890	2,535,539	197,538	302,806	146,285	321,884
Delaware	63	—	63	—	123,918	19.6	325,350	219,937	20,079	352,709	26,075	48,076	17,576	39,413
D.C.	122	—	122	7	500,557	80.0	1,511,746	978,278	56,082	1,623,542	165,427	178,693	230,396	192,290
Florida	418	173	245	32	2,184,426	18.7	5,679,310	4,148,574	294,243	7,259,776	436,802	1,172,694	579,094	667,745
Georgia	379	152	227	11	1,051,724	17.2	3,001,802	1,823,379	109,365	3,261,671	200,999	347,522	207,603	308,884
Hawaii	135	4	131	11	443,703	41.8	1,742,030	965,493	79,316	1,906,351	97,781	223,472	103,798	136,547
Idaho	109	60	49	1	259,311	25.9	489,374	362,798	19,301	530,365	24,911	86,511	67,771	55,256
Illinois	1,074	781	293	19	2,035,119	17.6	6,314,438	3,144,746	272,970	6,992,436	262,994	725,173	339,228	804,990
Indiana	403	82	321	20	1,388,936	25.2	3,920,729	2,071,502	130,991	4,204,157	255,762	636,432	325,282	393,191
Iowa	297	289	8	4	558,894	19.6	1,244,989	736,845	88,186	1,386,541	65,562	165,962	88,588	132,263
Kansas	205	160	45	6	524,702	21.3	1,256,208	848,269	64,583	1,357,901	81,788	328,153	76,252	147,012
Kentucky	208	87	121	5	498,770	13.4	1,201,386	716,649	63,991	1,314,628	79,575	153,318	101,588	139,194
Louisiana	409	89	320	3	673,704	15.0	1,588,454	1,138,643	85,752	1,751,524	155,520	222,337	85,756	140,769
Maine	127	16	111	2	408,914	34.8	1,037,293	633,496	46,981	1,121,181	86,333	236,708	120,866	97,947
Maryland	201	24	177	17	986,612	22.1	3,048,848	1,974,448	129,906	3,278,636	204,718	248,641	237,825	439,975
Massachusetts	493	223	270	40	1,861,416	31.9	6,327,353	4,106,990	219,004	6,810,930	1,416,673	1,246,488	461,897	727,845
Michigan	706	464	242	34	3,221,070	35.2	8,097,441	4,843,300	388,967	8,839,020	313,264	773,256	730,322	999,221
Minnesota	267	216	51	13	880,885	20.9	2,314,842	1,457,132	88,903	2,535,790	193,923	276,181	228,060	243,413
Mississippi	183	55	128	1	301,485	11.5	613,371	416,748	27,067	675,812	30,477	57,917	35,916	49,065
Missouri	294	267	27	8	835,390	16.5	2,379,388	1,296,745	108,090	2,535,783	157,329	247,282	196,882	298,772
Montana	110	22	88	3	259,839	31.7	631,646	384,256	28,384	668,191	53,509	99,206	50,424	49,465
Nebraska	130	58	72	3	278,012	17.4	742,738	414,086	36,761	805,327	60,328	104,353	37,340	108,017
Nevada	38	7	31	5	252,363	26.2	783,880	578,971	27,420	832,590	90,574	74,396	70,362	124,469
New Hampshire	50	29	21	4	283,918	27.6	847,496	594,123	33,524	905,627	212,962	139,039	93,741	98,104
New Jersey	496	39	457	11	989,096	14.6	2,815,669	1,490,083	107,778	3,028,758	138,600	312,007	174,000	305,875
New Mexico	77	35	42	7	295,692	20.0	904,700	675,332	32,773	979,245	124,814	172,284	100,682	110,463
New York	997	70	927	34	2,655,334	14.9	7,569,233	5,108,186	415,897	8,316,028	710,996	1,086,577	628,401	1,055,041
North Carolina	292	180	112	9	965,226	15.2	3,172,843	2,095,501	145,688	3,404,121	245,123	335,671	245,323	423,506
North Dakota	86	61	25	2	152,709	22.5	406,338	236,550	21,002	437,514	31,802	100,508	56,626	21,555
Ohio	1,017	497	520	18	2,210,049	20.6	5,127,841	3,111,138	236,589	5,580,044	304,073	601,188	470,136	584,419
Oklahoma	132	45	87	9	692,093	20.9	2,044,048	1,159,329	93,423	2,198,205	137,582	367,790	281,557	227,022
Oregon	166	30	136	9	702,123	26.0	1,873,743	1,244,568	67,881	2,022,436	137,688	246,941	204,097	310,250
Pennsylvania	1,308	165	1,141	16	2,052,082	17.3	5,384,150	3,279,947	191,397	5,813,969	484,475	559,388	316,276	605,059
Puerto Rico	292	260	32	3	568,057	17.2	1,269,380	907,096	68,763	1,393,392	111,471	123,129	—	—
Rhode Island	79	65	14	13	412,070	42.3	1,568,246	977,155	111,229	1,746,043	606,570	219,274	151,925	120,601
South Carolina	146	35	111	7	592,136	17.5	1,418,798	1,061,076	66,210	1,550,239	170,176	322,172	132,752	138,490
South Dakota	80	—	80	1	144,597	20.4	269,399	175,699	11,842	291,962	14,461	60,181	29,079	25,224
Tennessee	401	259	142	14	1,062,047	22.1	2,923,644	2,039,686	118,559	3,295,118	375,771	685,305	241,512	373,194
Texas	1,075	412	663	47	3,815,672	22.9	10,744,183	6,580,849	454,213	11,710,660	580,125	1,869,294	1,169,495	1,497,803
Utah	212	157	55	8	732,750	44.0	1,813,162	1,319,229	110,800	1,869,496	79,383	45,208	171,290	210,130
Vermont	69	63	6	2	118,947	22.0	262,691	197,261	11,626	302,660	19,673	35,323	18,282	21,900
Virginia	359	113	246	16	2,429,720	42.0	6,679,191	4,556,082	352,715	7,344,378	458,453	925,318	861,330	1,186,595
Washington	252	127	125	20	1,316,677	29.5	4,257,785	2,471,579	124,710	4,565,896	325,427	400,153	535,787	899,081
West Virginia	194	21	163	2	231,773	12.1	605,944	349,178	34,149	660,009	31,727	110,156	24,950	50,353
Wisconsin	531	527	4	11	1,338,764	28.0	3,033,947	2,088,892	204,798	3,316,443	443,281	654,675	341,485	302,923
Wyoming	43	—	43	—	105,586	20.8	226,812	142,425	10,581	246,251	4,778	30,915	31,880	21,379
Total	16,910	7,164	9,746	672	54,080,729	22.1%	$152,683,493	$96,396,502	$6,816,082	$166,063,361	$12,835,151	$21,200,665	$13,770,366	$19,226,758

**This data taken from NCUA Form 5300 Call Report except in following states: Massachusetts, Ohio, Puerto Rico, Rhode Island, Tennessee and Texas. For these six states, the information is estimated.*

Distribution of Consumer Savings

$ millions

	December, 1980		December, 1985			
	Outstanding	Market Share	Outstanding	Market Share	Change 1985-1986	
Commercial Banks	$1,130.5	45.3%	$1,025.7	45.1%	$104.8	10.2%
Savings Institutions	914.6	36.6	865.3	38.1	49.3	5.7
Credit Unions	152.7	6.1	125.5	5.5	27.2	21.7
MMMFs	207.2	8.3	176.5	7.8	30.7	17.4
U.S. Savings Bonds	92.3	3.7	79.6	3.5	12.7	16.0
Total	$2,497.3	100.0%	$2,272.6	100.0%	$224.7	9.9%

Share of Instalment Credit Outstanding by Selected Lenders*

$ millions

	December, 1980		December, 1985			
	Outstanding	Market Share	Outstanding	Market Share	Change 1985-1986	
Commercial Banks	$ 264,829	45.3%	$ 245,055	46.2%	$ 19,774	8.1%
Finance Companies	136,581	23.3	113,306	21.4	23,183	20.4
Credit Unions*	77,485	13.2	71,730	13.5	5,755	8.0
Savings Institutions**	58,391	10.0	52,720	9.9	5,671	10.8
Retailers***	44,679	7.6	42,776	8.1	1,903	4.4
Gasoline Companies	3,271	0.6	4,304	0.9	-1,033	-24.0
Total	$585,236	100.0%	$529,983	100.0%	$55,253	10.4%

** not seasonally adjusted*

**CUNA adjusts Federal Reserve credit union totals to more accurately reflect credit union lending.*
***Includes S&Ls, MSBs, and federal reserve savings banks.*
****Includes auto dealers and excludes 30-day charge credit held by travel and entertainment companies.*

Share of Auto Loans Outstanding by Selected Lenders

$ millions

	December, 1980		December, 1985			
	Outstanding	Market Share	Outstanding	Market Share*	Change 1985-1986	
Finance Companies	$ 93,274	38.1%	$ 70,091	33.7%	$ 23,183	33.1%
Commercial Banks	100,711	41.1	93,003	44.7	7,708	8.3
Credit Unions	39,027	15.9	35,635	17.1	3,392	9.5
Savings Institutions	12,043	4.9	9,328	4.5	2,715	29.1
Total	$245,055	100.0%	$208,057	100.0%	$36,998	17.8%

**Recent revisions of this data by the Federal Reserve mean market share figures are different from those reported in the 1985 CU Report.*

Credit Union Employees by Asset Size

	# CUs	Full-time	Part-time	Volunteers
Less than $200,000	1,963	961	1,570	21,948
200,001—500,000	2,406	1,444	2,406	28,018
500,001—1,000,000	2,228	1,560	2,451	27,983
1,000,001—2,000,000	2,434	2,921	2,921	31,881
2,000,001—5,000,000	3,073	7,375	3,389	42,217
5,000,001—10,000,000	1,757	8,259	1,933	25,215
10,000,001—20,000,000	1,373	12,494	2,197	19,788
20,000,001—50,000,000	1,004	19,277	2,912	15,228
50,000,001—100,000,000	382	16,503	2,509	6,942
100,000,001 & Over	290	30,492	3,612	5,072
Total	16,910	101,305	25,891	223,580

Credit Union Terms

Shares: Approximately equivalent to passbook savings accounts. The average dividend rate for shares is 6.2%.

Dividends: Interest paid on shares. Rates are set by the credit union's board of directors, and may not exceed credit union earnings.

Share Drafts: Interest-paying transaction accounts. Approximately equivalent to checking accounts.

Common Bond: The unifying common interest that legally defines who may become a member of a credit union.

Corporate Central Credit Union: A credit union that serves other credit unions in a single state or several adjoining states.

Credit Union League: The trade association serving credit unions in each state.

Credit Union National Association (CUNA): The national trade association that, through the state leagues, serves 91.3% of the U.S. credit unions.

World Council of Credit Unions (WOCCU): The international association that aids in the development of the worldwide credit union movement.

A Typical Credit Union

While every credit union is unique, some general characteristics are found in the following asset categories:

Less than $1 million: These credit unions are concerned with steady, solid growth. They offer their members a basic service package that includes shares and loans. The average membership for a credit union with between $1 million and $2 million in assets is 891, the average share account is $1,429, and the average size of a loan outstanding is $2,519.

$5 million: Credit unions that have reached this asset size have expanded their membership sufficiently to allow for an extended service profile. They may offer share drafts, individual retirement accounts, larger consumer loans, automated teller access, and credit cards. The average membership for credit unions with between $5 million and $10 million is 2,389, the average share account balance is $2,231, and the average size of a loan outstanding is $3,123.

$50 million: It is likely that these credit unions have integrated high technology into most aspects of their operations, with many moving toward electronic account access via telephone and home computer. The average membership base of a credit union with between $50 million and $100 million is 19,924, the average share account balance is $3,164, and the average size of a loan outstanding is $3,781.

Key Facts About America's Credit Unions

Credit Union Statistics

- Credit union membership totals 54.1 million.
- Credit union assets stand at more than $166 billion.
- Credit union savings exceed $152.7 billion.
- Credit union loans outstanding total more than $96.4 billion.
- There are approximately 16,910 credit unions. About 9,746 are chartered under federal law, while the remaining 7,164 are chartered under the laws of various states.
- Nearly 99.7% of all credit union savings were insured under federal or state programs at the end of 1986. Steady progress is being made toward the goal of 100%.
- Accounts typically are insured up to $100,000, and some state programs provide even greater coverage.
- Total credit union assets at the end of 1986 were about 17.2% of total S&L assets and about 5.9% of total commercial bank assets.
- About 91.3% of credit unions are part of a national support system made up of state leagues, the corporate credit union network, CUNA and its affiliates. This cooperative system enables credit unions to provide innovative, cost effective services to their members.

Why Are Credit Unions Unique?

- Credit unions are not-for-profit financial cooperatives, organized solely to meet the needs of their members.
- Credit unions offer a variety of savings and lending services. While each credit union service profile is different, many offer life savings and loan protection insurance at no additional cost to the member, payroll deduction plans, share drafts (checking), money orders, debit and credit cards and IRAs. Larger credit unions may offer services like home equity and real estate loans.
- Money earned through payment of interest on loans and income from investments (after operating expenses and reserves), is returned to the members in the form of dividends on savings, interest rebates on loans and expanded services.
- Each credit union is governed by its members. The membership elects unpaid, volunteer officers and directors who establish the policies under which the credit union will operate. Officials must be from within the credit union's membership.
- Voting is under democratic principles, no matter how much money, or how little, a member has in shares (savings).
- To join a credit union, a person must be within its field of membership. Membership is based on a common bond, or common interest. Typical common bonds include an employer, association, religious or fraternal affiliation or community.

Average Loan Rates by Credit Union Asset Size
$ millions

	Less than $5	$5-20	More than $20+	All CUs
Personal (unsecured)				
1980	13.4%	14.0%	14.0%	13.5%
1981	15.7	17.3	17.4	15.9
1982	15.7	17.0	17.4	15.9
1983	16.2	16.1	16.7	16.3
1984	15.4	16.4	16.9	15.6
1985	15.7	16.2	16.3	16.2
1986	14.8	15.1	14.8	14.8
New Auto				
1980	13.1	13.5	13.9	13.2
1981	15.0	15.5	15.8	15.1
1982	15.0	15.6	14.9	15.1
1983	13.1	12.9	13.2	13.1
1984	13.3	13.3	13.6	13.3
1985	12.6	12.6	12.7	12.6
1986	11.9	11.2	10.7	10.8

Composition of Savings by Quarter

	Qtr.	Share Drafts	Certs/ MMA	IRAs	Regular Shares
1980	4	4.1%	20.7%	—	75.2%
1981	4	5.3	27.4	—	67.3
1982	4	6.8	30.2	2.1	60.9
1983	4	8.0	27.4	5.5	59.1
1984	4	8.6	29.3	6.5	53.6
1985	4	8.9	28.1	11.0	52.0
1986	1	9.2	28.4	12.0	50.4
	2	9.1	28.5	12.5	52.0
	3	8.9	27.9	12.3	51.5
	4	9.1	28.5	12.7	51.7

Distribution of Credit Unions by Common Bond

Residential	6.1%
Associational	16.9
Occupational	77.0
Manufacturing	40.0
Wholesale & Retail	4.2
Government	22.1
Education	12.2
Other occupational	21.5

Distribution of Credit Unions by Asset Size

$0-200,000	11.6%
200,001-500,000	14.2
500,001-1,000,000	13.2
1,000,001-2,000,000	14.4
2,000,001-5,000,000	18.2
5,000,001-10,000,000	10.4
10,000,001-20,000,000	8.1
20,000,001-50,000,000	5.9
50,000,001-100,000,000	2.3
100,000,001 & over	1.7
	100.0%

Average Dividends Paid On All Savings

	Qtr.	Rate
1980	4	7.2%
1981	4	8.6
1982	4	7.7
1983	4	7.6
1984	1	7.6
	2	7.6
	3	7.4
	4	8.5
1985	1	8.0
	2	7.7
	3	7.6
	4	7.6
1986	1	7.2
	2	7.0
	3	6.8
	4	6.5

Operating Ratios by Asset Size $ millions

	0-$2	$2-5	$5-10	$10-20	$20-50	$50-100	$100+	Total
Loans Outstanding/Savings	72.2%	76.2%	76.0%	72.8%	67.6%	64.1%	62.4%	61.9%	63.5%	61.4%	67.5%
Capital/Assets	13.6	12.3	10.7	9.2	8.1	7.5	7.0	6.5	6.2	5.8	6.8
Operating Expense/Income	44.6	41.6	38.9	36.7	33.8	32.2	30.9	30.4	29.2	25.2	28.6
Share Drafts/Savings	0.1	0.3	0.6	1.3	3.1	5.7	7.4	9.8	10.8	10.8	9.1
Certificates/Savings	1.5	3.2	5.4	7.6	9.5	11.8	13.2	14.8	16.1	14.1	13.7
Loans Outstanding/Assets	61.5	66.0	67.1	65.4	61.8	58.8	57.5	57.3	56.7	56.5	57.9
Savings/Assets	85.2	86.6	88.2	89.8	91.0	91.7	92.1	92.6	92.7	92.9	92.6
Savings/Members*	$408	$831	$1,128	$1,429	$1,844	$2,231	$2,573	$2,767	$3,184	$3,671	$2,930
Loans Outstanding/Members*	$336	$633	$856	$1,041	$1,252	$1,430	$1,608	$1,712	$2,002	$2,376	$1,761
Avg. Consumer Loan Made in 1986*	$1,171	$1,723	$1,940	$2,264	$2,629	$2,594	$2,556	$2,619	$2,632	$2,185	$2,416
Investments/Assets	30.6%	28.4	28.5	31.0	34.5	37.2	37.8	37.6	38.4	38.6	37.3
Members/Potential Members	38	26	32	26	28	30	27	29	29	32	29
Annual Savings Growth	5.4	11.0	10.5	21.3	23.4	23.9	24.2	28.1	21.2	22.9	22.7
Annual Loan Growth	1.4	3.7	7.3	10.3	10.8	11.5	12.6	14.3	14.6	18.2	14.2
Annual Asset Growth	5.0	10.0	15.1	19.6	22.1	22.7	23.2	22.4	20.5	22.4	22.0

*In Dollars

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